

2013 CONSOLIDATED ANNUAL SALES

Unaudited data (in € millions) From January 1 to December 31, 2013	2013	2012	Change
Fourth quarter			
Hercules	6.6	9.7	-32%
Hercules digital peripheral devices	5.8	8.7	-31%
OEM*	0.8	1.0	-20%
Thrustmaster	13.2	6.7	+97%
Thrustmaster gaming accessories product lines	13.2	6.7	+97%
Total	19.8	16.4	+21%
Cumulative (12 months)			
Hercules	21.4	32.6	-34%
Hercules digital peripheral devices	17.3	27.9	-38%
eCAFÉ™ netbooks	0.0	0.3	-100%
OEM	4.1	4.4	-7%
Thrustmaster	22.3	16.4	+36%
Thrustmaster gaming accessories product lines	22.3	16.4	+36%
Total	43.7	49.0	-11%

* Accessories developed in order to accompany products of third-party companies (Original Equipment Manufacturer).

The Guillemot Corporation Group posted overall sales of €43.7 million for fiscal 2013, a decrease of 11% in relation to 2012. In line with forecasts, the Group returned to growth over the second half of the year, with an increase of 21% for the fourth quarter. In 2013, Hercules re-centered its activities on audio products, which accounted for nearly 90% of the brand's fourth-quarter sales. Sales of Hercules peripheral devices were down 31% over the fourth quarter, and 38% for the year.

Thrustmaster has ramped up its Research and Development efforts and strengthened its partnerships in order to create unique products for the launches of the latest game consoles. This strategy has enabled Thrustmaster to be the first manufacturer to release racing wheels for Microsoft®'s Xbox® One console as well as the PlayStation®4 from Sony®, and to capitalize on the dynamism of this new market. Thrustmaster generated growth of 97% over the fourth quarter, and 36% for the year.

Hercules is focusing on audio products via its ranges of DJ mixing controllers, WAE wireless speakers for tablets and smartphones, and multimedia speakers. The brand's WiFi and PLC lines are no longer able to create sufficient added value, and will not be continued. At the same time, Research and Development efforts have been centered on the creation of new products for 2014 aimed at smartphone and tablet users.

Two innovation and design awards at the American CES trade show in Las Vegas:

Two of the brand's products – *DJControlWave*, a DJ controller for iPad®, and *WAE NEO*, a Bluetooth® wireless speaker featuring a “smartlight” concept – have independently received a CES Innovations Design and Engineering Award at the Las Vegas trade show, in the Home Audio category. A highly-coveted, international honor, these two 2014 CES Innovations Design and Engineering Awards are an acknowledgment of the Group's R&D and marketing know-how, and provide these two new products with exposure to a worldwide audience.

DJControlWave, the first wireless DJ controller for iPad®, represents a truly unique and innovative concept. The controller's ability to let users control their iPad® via Bluetooth wireless technology, its total mobility thanks to a built-in rechargeable battery, and its eye-catching, futuristic design – combined with a tailor-made DJing app – set the *DJControlWave* apart in receiving this award. The product's enthusiastic reception by international consumers is an early indication of its commercial potential.

The *WAE NEO* speaker combines a level of audio quality which has been acclaimed by the press with rhythm-based lighting effects, which can be fully customized using an intuitive smartphone app. More than a simple wireless speaker, it lets users enjoy a remarkable sensory and musical experience thanks to a fusion of the power of sound with the magic of light. The WAE NEO features second-generation WAE audio performance, powered by Hercules' proprietary technology in conjunction with MaxxAudio sound enhancement tools from Waves®, recipient of a Technical GRAMMY Award®.

Thrustmaster

The game Forza Motorsport® 5, exclusively available on the Xbox® One console, has opened up a new market of racing fans. The TX Racing Wheel Ferrari 458 Italia Edition, featuring joint Xbox and Ferrari licenses, is a high-end Force Feedback wheel incorporating a new brushless motor-based technology, allowing gamers to experience genuine car racing sensations more realistically than ever before. The TX Racing Wheel Ferrari 458 Italia Edition is quickly becoming the gold standard for racing fans on Xbox® One.

For Sony consoles, the T80 and T80 DriveClub™ models – the first wheels for the PlayStation®4 console, also compatible with PlayStation®3 – have taken full advantage of both the launch of the PS4 console and of the game Gran Turismo® 6 on PS3.

Thrustmaster's exclusive positioning on the new consoles has allowed it to sell these new products worldwide, and further expand its distribution network.

Prospects

The Group will expand its ranges of accessories for the new Xbox® One and PlayStation®4 consoles, and capitalize on their rollout in new countries. Its new recently-honored audio products also represent sales development opportunities for the Group, which forecasts growth for fiscal 2014.

Guillemot Corporation is a designer and manufacturer of interactive entertainment hardware and accessories. The Group offers a diversified range of products under the *Hercules* and *Thrustmaster* brand names. Active in this market since 1984, the Guillemot Corporation Group is currently present in 11 countries (France, Germany, the UK, Spain, the United States, Canada, Belgium, the Netherlands, Hong Kong, Romania and Italy) and distributes its products in more than 60 countries worldwide. The Group's mission is to offer high-performance, ergonomic products which maximize the enjoyment of digital interactive entertainment end users.

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